

Message Text

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13

ACTION AF-08

INFO OCT-01 ISO-00 EB-07 /016 W
----- 102707

R 201448Z SEP 76
FM AMEMBASSY LAGOS
TO AMCONSUL KADUNA
USDOC WASHDC
INFO SECSTATE WASHDC 6862
AMCONSUL IBADAN

UNCLAS LAGOS 10786

E.O. 11652 : NA

TAGS :BENC, BGEN, BBAK, BFOL, NI

SUBJ : PLATEAU STATE INTEREST IN INTERKILN PROPOSAL

REF: A) USDOC 7983 B) USDOC 10260 C) KADUNA 812(NOTAL)

1. REFS, NOT SENT ADDRESSEES, CONCERNED INTERKILN CORP. OF AMERICA, P.O. BOX 2048, 3700 BUFFALO SPEEDWAY, HOUSTON, TEXAS 77006, TELEX 775325, CABLE INTERKILN, PHONE 713 626-4260. DURING TWO VISITS THIS YEAR, VP LYLE E. HABER AND OTHER REPS PRESENTED PROPSALS TO BUILD OR JOINT VENTURE IN CLAY BRICK PLANTS TO SEVERAL NIGERIAN STATE GOVERNMENTS.

2. FOR KADUNA: COINCIDENTALLY WITH YOUR REF EMBASSY RECEIVED LTR FROM PLATEAU STATE MINISTRY OF TRADE, INDUSTRY AND COOPERATIVES STATING THAT PLATEAU PROPOSES BUILD A BURNT BRICK PLANT, HAS PROPOSALS FROM SEVERAL FIRMS INCLUDING INTERKILN AND NOW DESIRES QTE A STATUS REPORT ON THE ABOVE CORPORATION TO ENABLE US TO CONTINUE NEGOTIATIONS WITH ITS MANAGEMENT UNQTE. TO EXPEDITE REPLY, CONSULATE REQUESTED PROVIDE FOLLOWING INTERKILN BACKGROUND DIRECTLY TO MINISTRY: US DEPARTMENT OF COMMERCE REPORTS THAT INTERKILN IS WELL-KNOWN AND REPUTABLE FIRM SPECIALIZING IN BUILDING AND OPERATING VARIOUS TYPES OF CLAY PRODUCT PLANTS PARTICULARLY THE TYPE CONNECTED WITH THE BUILDING MATERIAL INDUSTRY SUCH AS BRICK, TILE, CONCRETE BLOCK, SANITARY WARE, CERAMIC AND SEWER PIPE PLANTS, ETC. INTERKILN HAS BEEN IN EXISTENCE
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SINCE 1948 AND EMPHASIZES INTERNATIONAL OPERATIONS. IN

MANY PROJECTS COMPANY WILL PARTICIPATE WITH OWN EQUITY ON JOINT VENTURE BASIS WITH LOCAL FIRMS. CREDIT REPORT OF SEPTEMBER 22, 1975, IS CLEAR WITH NO LITIGATION AGAINST THE FIRM. WORK HAS BEEN CONFINED TO ASIA AND AFRICA BUT EXPANSION IS INDICATED IN OTHER PARTS OF THE WORLD. DEALS PRINCIPALLY WITH GOVERNMENT AGENCIES ON A COMPETITIVE BASIS AND CLAIMS ANNUAL VOLUME IN EXCESS OF DOLS 7.2 MILLION. (FYI: THIS DRAWN FROM REFS A AND B. ALREADY PROVIDED LAGOS STATE GOVERNMENT IN RESPONSE ITS REQUEST FOR BACKGROUND LAST JUNE.) REPLY SHOULD GO TO THE PERMANENT SECRETARY (ATTN: GARBA MIJINYAWA), MINISTRY OF TRADE, INDUSTRY AND COOPERATIVES, P.M.B. 2059, JOS, IN RESPONSE ITS INTERKILN INQUIRY TO EMBASSY DTD SEPTEMBER 9, RAF. NO. S/MOI/MP/288/189.

3. FOR USDOC: PLEASE INFORM INTERKILN OF ABOVE INTEREST.
EASUM

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